

Ruby Potter -MDH- <ruby.potter@maryland.gov>

BAYADA Cecil County CON Application Follow-up

1 message

Saxby, JoAnn < jsaxby@bayada.com>

Thu, Feb 28, 2019 at 1:21 PM

To: "Laura Hare1 -MDH- (laura.hare1@maryland.gov)" <laura.hare1@maryland.gov> Cc: "ruby.potter@maryland.gov" <ruby.potter@maryland.gov>, "kevin.mcdonald@Maryland.gov" <kevin.mcdonald@maryland.gov>

Good Afternoon Laura, in response to your email dated 2/12/19, please find the below responses and attachments that will hopefully fulfill your request. Please let me know if you require any additional information or if I have overlooked something. Thank you for your guidance as we remain very committed to extending our services into this new jurisdiction.

1. Provide documentation regarding its links with hospitals, nursing homes, continuing care retirement communities, hospice programs, assisted living providers, Adult Evaluation and Review Services, adult day care programs, the local Department of Social Services, and home-delivered meal programs located within its proposed service area.

Applicant Response:

Please see attached updated Linkage information, along with the companion piece that is our Resource Guide. Please note the highlighted organizations are part of our ongoing plan to identify and introduce BAYADA as a potentially additional Home Health Provider/Partner in the market. These documents will be updated regularly as appropriate and shared with all staff.

Bayada-Gaithersburg shall develop separate forms, acceptable to Commission staff, to implement its determinations of probable and final eligibility for charity or reduced fee care.

Applicant Response:

Please find the attached recently state approved Gaithersburg's provider Charity Care revised policies/ procedure and Charity Care notification that will be identical for the Cecil County application.

3. Bayada-Gaithersburg shall provide information regarding additional steps, acceptable to Commission staff, that it has taken to assure that it will provide an amount of charity care that is equivalent to or greater than the average amount of charity care provided by home health agencies in the Western Maryland region.

Applicant Response:

As provided in our Completeness review, (please see #1. below) our plan remains in process weekly with the additional efforts highlighted below;

1. Your charity care track record (<0.01%) does not indicate that it will be able to meet the jurisdiction average, as you have projected. If you are granted a CON, compliance with the jurisdictional average of 0.80% will be required as a condition of your CON. What plans do you have for seeking out patients that could benefit from charity care?

Applicant response:

BAYADA understands the need to identify and establish ongoing charity care referral relationships with local nonprofit and social service agencies servicing the indigent and dis-advantaged persons in Cecil County. In addition to the plan included in our original application, which indicates the commitment to meet the average of 0.80% charity care over the course of the next four years, BAYADA's outreach plan (some connections all ready in process) will include but is not limited to the following local organizations; Elkton Department of Social Services, Cecil County Department of Aging, Veteran's Outreach Ministries, Maryland Food Pantries and Soup kitchens, Ray of Hope Mission, servicing western Cecil county and The Western Cecil Health Center. The applicant plans to leverage the current full time MSW (Medical Social Worker) position from the Harford county market to extend into Cecil county to deepen the familiarity with the Cecil County public and private programs that are potential referral sources for Charity Care. This role will be responsible to identify and educate these potential referral sources about BAYADA's commitment to the acceptance and care of clients regardless of ability to

pay and BAYADA's charity care policy. Additionally, this role will be held accountable for the ongoing relationship, keeping in regular contact with these organizations while maintaining an updated listing of new potential charity care referral organizations. The ability to have a dedicated resource familiar, focused and responsible to work with the public and private organizations within Cecil County provides the confidence that BAYADA will meet and exceed the minimum charity care commitment in this county.

February 25, 2019 Updated notes to the current outreach plan for Cecil county; the following contacts have been made the month of February. Currently the plan is to continue weekly identification and outreach to additionally identified community agencies to support our commitment to meeting the jurisdiction average and our goal for Charity Care.

1. Elkton Department of Social Services.

Met with Carrie Bailey, LCSW-C. She is a Protective Service Supervisor. Definitely receptive towards BAYADA. Stated there is a need for another Home Health Provider.

2. Cecil County Aging and Disability Resource Center.

Met with Morgan DeWeese, Resource Manager. This was a very productive meeting. Their facility is amazing. They appear to be very successful in getting grant money. They actually have a unit that's called the triage. Its front line stuff, seniors that need immediate care, whatever that care may be. Morgan was very excited that BAYADA is coming to Cecil County. BAYADA is invited to what they call their Round Table. It's a monthly meeting for Resources to talk about what they can provide. Morgan has graciously invited us to their meeting on April 18, 2019 at 12:00pm. Harford office Director to coordinate.

3. Ray of Hope Mission Center.

Met with Anita Cox, Intake Counselor.

Their facility is in a very rural area and they don't get a ton of people coming to them but Anita says there is definitely a need for another Home Health Provider.

4. Veteran's Outreach Ministries unfortunately no longer exists.

Respectfully submitted,

JoAnn Saxby, Administrator

JoAnn Saxby, RN

Division Director, Camellia Division (CML) BAYADA Home Health Care

8600 LaSalle Rd. Suite 335 Towson, Maryland 21286

O: 410-823-0880 | Cisco Ext. 0315-10 | C: 215-512-4467 | bayada.com



Our employees' reviews made us a Best Place to Work in 2018 & 2019! Spread the word and earn a bonus by referring a friend.

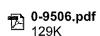






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8 attachments



Charity Care and Reduced Fees Application (2).pdf

Interview for Determination of Probable Eligibility for Charity Care.pdf

Maryland Charity Care and Reduced Fees Public Notice.pdf

Notice of Charity Care and Reduced Fees.pdf

Interview for Determination of Probable Eligibility for Charity Care.pdf

Cecil linkages.doc 33K

Resource Guide updated.docx 29K

CHARITY CARE AND REDUCED FEES APPLICATION – BAYADA® MARYLAND HOME HEALTH AND HOSPICE



Please complete the to	op section and re	eturn to the Direct	tor of your serv	vice office.	
Date:	-				
Client Name:			Clien	t Number:	
Client Address:	objective and a state of the st				
Number of family men	nbers residing in	the household: _			
		Client Salary			
		Spouse Salary			
Annual Household Inc		Disability Payn	nents		
any guarantors or other		Other Income			
e.g W2(s), paystub(s)		Total Income			and the second s
Annual Outstanding	Facility		Amount	Insurance Payment (e.g. medical, auto, other)	Balance due from Client
Medical Bills*					
	Total				
eligibility for charity ca date written above. If eligibility is based on	are or reduced fe any of the above required docume	es. I certify that the information charentation of annual	he above inform nges I will notif I household inc	NDA Home Health Care sole mation is true, complete, an y BAYADA immediately. Fire come and annual outstanding of a completed application	d correct as of the nal determination of g medical bills and
Client Signature:				Date:	
POA Signature (if clie	ent unable to sign	n):	Date:		
household income is has annual medical b considered by deduct	at or below 324% sills that are great ting the annual markers annual in the scale.	% of the Federal F ter than 50% of the nedical bills, after ncome and again these amounts	Poverty level for neir total annua all applicable i comparing aga	re or reduced fees if the clie or the size of the household, al income, charity care or re insurance reimbursement hainst the Federal Poverty Greety-guidelines	OR if the client duced fees may be as been
Director Signature:				Date:	

www.bayada.com 0-9506 REV. 2/19 BAYADA Home Health Care, 2019

INTERVIEW FOR DETERMINATION OF PROBABLE ELIGIBILITY FOR CHARITY CARE AND REDUCED FEES—MARYLAND HOME HEALTH AND HOSPICE

To be completed by the office director or designee. Determination of probable eligibility for charity care and reduced fees must be communicated to the prospective client within two (2) business days of initial request.

Client Name:		lient #:	_ Date:	
Client Address:				
Number of family members residing in	the household:			
	Client Salary			
Estimated Annual Household Income	Spouse Salary	-		
(including any guarantors or other	Disability Payments			
income)*	Other Income			
	Total Income			
Approximate Annual Outstanding Medical Bills*	Facility	Estimated Amount	Estimated Insurance Payment (e.g. medical, auto, other)	
	Total			
* No application form, verification or do approximate annual outstanding medic eligibility.	ocumentation of the esti			
Director/Designee Name:		Title:		
Director/Designee Signature:		Date:		

BAYADA Home Health Care—Maryland Notice of Charity Care and Reduced Fees

BAYADA Home Health Care provides charity care or reduced fees to our prospective clients with financial hardship and in accordance with Maryland regulation. BAYADA ensures access to services regardless of an individual's ability to pay.

All prospective clients are provided this notice prior to provision of services.

How the charity care and reduced fee scale works:

Upon receiving a request for charity care or reduced fees, BAYADA uses a two-step process to determine eligibility of charity care or reduced fees. During the first step, BAYADA will interview the prospective client/representative to review family size, estimated annual household income, insurance and approximate annual outstanding medical bills. BAYADA will communicate its determination of probable eligibility to the prospective client/representative within two (2) business days of the initial request for charity care, reduced fees, or an application for medical assistance (Maryland Medicaid).

The second step is the final determination for eligibility for charity care or reduced fees and is determined by a completed application with required documentation and proof of annual household income (W2(s), last pay stub(s)), and annual outstanding medical bills. Prior to provision of services, prospective clients who qualify will be informed of the standard rates sheet available in each service office. As per current Federal Poverty Guidelines, BAYADA will utilize a sliding fee scale to determine a potential discount. Those that qualify for reduced fees will be offered a time payment plan for reduced fees of \$25 per month. Those who do not qualify for charity care or reduced fees will be assisted in seeking alternative payment arrangements.

Based on the information provided, the prospective client will recieve:

- a. **Charity Care**: If the total family income is at or below 224% of the Federal Poverty Guidelines (as published in the Federal Register) for their family size; or
- b. **Reduced Fees**: If the total family income is between 225% and 324% of the Federal Poverty Guidelines (as published in the Federal Register) for their family size as shown in the chart below.

Poverty Level	% Discount	
100-199%	100%	
200-224%	100%	
225-249%	80%	
250-274%	60%	
275-299%	40%	
300-324%	20%	
325% and above	0%	

c. If the client does not quality for charity care or reduced fees under the Federal Poverty Guidelines, but has annual medical bills that are greater than 50% of their total annual income, charity care or reduced fees may be considered by deducting the annual medical bills, after all applicable insurance reimbursement has been determined, from the client's annual income and again comparing against the Federal Poverty Guidelines and applying the sliding fee scale.

For more information or questions on BAYADA's Charity Care or Financial Hardship policies, contact your local BAYADA office.



NOTICE OF CHARITY CARE AND REDUCED FEES— MARYLAND HOME HEALTH AND HOSPICE



		Client #
BAYADA Home Health Care provides charity care or a and in accordance with Maryland regulation. BAYADA to pay.		
All prospective clients are provided this notice prior to	provision of services.	
How the charity care and reduced fee scale works	; :	
Upon receiving a request for charity care or reduced for charity care or reduced fees. During the first step, review family size, estimated annual household incombills. BAYADA will communicate its determination of plays (2) business days of the initial request for charity (Maryland Medicaid).	BAYADA will interview the ne, insurance and approxin probable eligibility to the pr	e prospective client/representative to mate annual outstanding medical cospective client/representative within
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b. Reduced Fees – If the total family income is betwe	een 225% and 324% of the	e Federal Poverty Guidelines (as
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Federal Poverty Guidelines (https://aspe.hhs.gov/poverty-guidelines)

INTERVIEW FOR DETERMINATION OF PROBABLE ELIGIBILITY FOR CHARITY CARE AND REDUCED FEES—MARYLAND HOME HEALTH AND HOSPICE

To be completed by the office director or designee. Determination of probable eligibility for charity care and reduced fees must be communicated to the prospective client within two (2) business days of initial request.

Client Name:	C	lient #:	Date:
Client Address:			
Number of family members residing in	the household:		
	Client Salary		
Estimated Annual Household Income	Spouse Salary		
(including any guarantors or other	Disability Payments		
income)*	Other Income		
	Total Income		
Approximate Annual Outstanding Medical Bills*	Facility	Estimated Amount	Estimated Insurance Payment (e.g. medical, auto, other)
* No application form, verification or do approximate annual outstanding medic eligibility.			
Director/Designee Name:		Title:	
Director/Designee Signature:		Date:	A AMAZONIA DO LO CONTROLO DE LA CONTROLO DEL CONTROLO DEL CONTROLO DE LA CONTROLO DEL CONTROLO DE LA CONTROLO DEL CONTROLO DE LA CONTROLO DE

Linkages – Cecil County

	District Country
Senior Living Communities	Brightview – preferred HHA partner
	Sunrise - preferred HHA partner
	Arden Courts
	Brookdale of Towson
	Tudor Heights
	Lorien Mays Chapel
Hospitals	Upper Chesapeake Medical Center – preferred HHA partner
•	(1 of 2) on site daily
	Harford Memorial Hospital
	Greater Baltimore Medical Center – preferred HHA partner
	(1 of 2) on site daily
	St. Joseph's Medical Center
	UMMS
	Northwest Hospital
	John Hopkins Health System
	St. Agnes
	Anne Arundel Medical Center
	Union Hospital _ Cecil county
Nursing Homes	Genesis Waugh Chapel – preferred HHA partner
	Manor Care Ruxton
	Powerback /Brightwood Campus
	Genesis Severna Park – preferred HHA partner
	Forest Hill Health and Rehab
	Bel Air Health and Rehab
	Lorien Bel Air
	Lorien Bulle Rock
	Citizens Care and Rehab Center
	Keswick Multi Care
	Lorien Bulle Rock
	Calvert Manor HealthCare – Cecil County
	Elkton Transitional Care Center – Cecil County
	Lauralwood Health Care Center – Cecil County
Accountable Care Organization	Universal American (Well Care)
National and Local Professional	Maryland National Capital Homecare Association
Affiliations	Lifespan The ALC Acceptation
	The ALS Association
	Alzheimer's Association
Hospice	Gilchrist
	Seasons
	Amedysis
	Heartland
Private Duty	Griswold Home Care – Cecil County
Local Community Providers	Please refer to Attachment E 1. for additional linkages within
	our immediate community.
	Elkton Department of Social Services
	Cecil County of Aging and Disability Resource Center
	Ray of Hope Mission Center
	West Cecil Health Center
	Cecil County Evaluation Review Services

Local Insurance Payers	Care First, Aetna, Kaiser (preferred provider)

BAYADA Home Health Care

Community Resource Guide

* Medical Social Workers are available through BAYADA to assist with planning and accessing resources as necessary.

Maryland Access Point (MAP)

410-887-2594 (Baltimore County), 410-396-2273 (Baltimore City)

http://www.marylandaccesspoint.info/

Public Resource information line, operators are very knowledgeable about a variety of local resources

Meals

Meals on Wheels of Central MD – Baltimore City/County, Phone: 410-558-0827, Fax: 410-558-

1321, www.mealsonwheelsmd.org

Meals on Wheels - Cecil County - 410-996-5295

Mom's Meals - 1-800-242-0076, www.momsmeals.com

Schwan's- 1-888-724-9267, www.schwans.com

Grocery Delivery (must be done on-line)

Giant Peapod - www.peapod.com

Life Alert

Phillips Lifeline- 1-800-543-3546

Centrol-410-828-5564, www.centrol-inc.com

Great Call - 5 Star Urgent Response-800-918-8543

Life Response (discounted with AARP membership)- 800-921-2008

In Home Emergency Response Systems

Centrol: 877.792.4494

Phillips Lifeline: 800.380.3111 Assurance Lifeline: 888.898.4888

In Home Personal Care (Private Duty)

Griswold Special Care: Harford and Cecil County 410.916.2840

Katherine's Keepers: 410.879.2137

Synergy: 410.569.3302

Bayada Home Health Care (Private Duty Division) - 410-944-5999

Senior Helpers - 410-453-6172

Visiting Angels (Towson office) – 410-337-7838

Tribute Homecare – 410-946-8400

Right At Home - 443-371-7145

ComForCare Senior Services - 410-922-6262

Attachment E.1. Pg. 53.

Transportation

MTA Mobility/Paratransit Service – 410-764-8181, www.mta.maryland.gov/mobility

County Ride – 410-887-2080 www.baltimorecountymd.gov (Baltimore County only)

Baltimore City TAXICARD Program – 410-664-1123 (Baltimore City only)

ProCare-410-823-0030, East Coast -410-663-2012, Butler - 410-602-4007 private

transportation companies providing ambulances and wheelchair vans, charge fee-for-service.

Caregiver Supports/Support Groups

Baltimore County Department of Aging Caregivers Program- 410-887-4724

Baltimore City Family Caregiver Support Program- 410-396-4932

Alzheimer's Association - 410-561-9099, www.alz.org/maryland

Catholic Charities "Answers for the Aging"- 410-646-0100, offers support and resources over the phone

Jewish Community Services- Elder Care Management - 410-466-9200,

www.jcsbaltimore.org/care-management

National MS Society -800-344-4867, Md Chapter - 443-641-1200

Parkinson's Disease Foundation - 1-800-457-6676, <u>www.pdf.org</u>, brochures and educational resource

Adult Day – Cecil County

Adult Day Services at Union Hospital - 1-800-385-2527

Nazarene Family Care Center – 1-800-385-2527

Veteran's Administration

Baltimore VA Medical Center on Greene Street - 1-800-605-7000, 1-800-463-6295

Loch Raven VA Outpatient Clinic – 410-605-7650

Fort Howard VA Outpatient Clinic - 410-477-1800

VA Enrollment number – 1-800-463-6295, ext 7324, www.maryland.va.gov

Department of Social Services

Baltimore County, General Information – 410-853-3000, Baltimore City – 1-800-332-6347

Cecil County - 410-996-0306

Adult Protective Services

Baltimore County – 410-853-3000 option 2, Baltimore City – 410-361-5000

Cecil County - 410-996-0100

Bereavement

Compassionate Friends: 410.560.3358, Mountain Christian Church, Joppa, 3rd Wednesdays Harford County Hospice: 410.877.1662, Christ Our King Presbyterian Church, 4th Thursdays

Widowed Persons Service: 410.838.0979

Child Protective Services

Baltimore County - 410-853-3000 option 1, Baltimore City - 410-361-2235

Durable Medical Equipment

Free blood pressure cuffs: 888.368.2111 (pts with MC, and diabetes)

Harford Mediservice: 410.939.1212 540 South Union Ave, Havre de Grace

Lion's Club: 410.734.0210 (Bel Air) 410.734.4626 (Churchville) 410.452.8287 (Jarrettsville)

410.679.8206 (Joppatown)

Office on Aging Loan Closet: 410.638.3025

Harford County Public Resources

Department of Social Services: 410.836.4700, 2 South Bond St. Bel Air

Department of Aging: 410.638.3025

Health Department: 410.838.1500, 120 S. Hayes St. Bel Air

Office of Healthcare Quality (to report concerns that occur inside of a healthcare facility)

410-402-8000- General, www.dhmh.md.gov/ohcq

Adult Evaluation and Review Services (AERS)

Baltimore County - 410-887-2754, Baltimore City - 410-396-6006

Cecil County - 410-996-5170

State of Maryland Waiver Registry

1-866-417-3480

Domestic Violence (Intimate Partner Violence)

Maryland Domestic Violence Helpline-1-800-634-3577 (1-800-MD-HELPS) – Statewide Help 1-800-799-7233 (1-800-799-SAFE) - Nationwide Help

Community Mental Health Service

Baltimore County Crisis Response Team-410-931-2214, Baltimore City Crisis Response-410-433-5175

Pastoral Counselling Services – 410-433-2241 (for referral to mental health services)

Suicide Hotlines

1-800-SUICIDE (1-800-784-2433), Maryland Crisis Hotline – 800-422-0009

Substance Abuse

Alcoholics Anonymous - 410-663-1922, www.baltimoreaa.org, www.aa.org

Narcotic's Anonymous - 1-800-317-3222, www.baltoareana.org

Alanon (Family and Friends of Alcoholics) - 410-832-7094, www.Alanon-maryland.org

Naranon (Family and Friends of Addicts) – 800-477-6291, www.Nar-anon.org

Home Visiting Doctors

Dr Brian Wallace – 443-904-0621 (Eastern and Northern Baltimore County – including Towson, Timonium etc)

Dr Hillary Don – 410-464-6238 (primarily Baltimore City)

First Medical – Dr Nancy Rivera and PA Rosemary Ingado - 1-410-956-6800 – all Baltimore city and County

Dr Carla Rosenthal – 443-838-4346 (Northern Baltimore City and County)

Elder House Calls Program- 410-550-0931 (only areas around Hopkins Bayview, call to check specific addresses)

Alegis – 410-636-3060 (Medicare Advantage and private insurances only)

Home Visiting Podiatrists

Dr Lee Youngworth – 410-484-8003

Dr Steven Caplan - 410-790-1500

Dr Jeannine George 410-869-4147

Dr Richard Rosenblatt - 410-358-0544

Dr Glazer – 410-435-1333

Other Important Numbers

AARP-1-888-687-2277, www.aarp.org

Maryland Health Care Commission-410-764-3460, Reviews and compares nursing homes, assisted living facilities (ten or more beds), health plans, hospitals and prescription prices.

Medicare Helpline- 800-633-4227, www.medicare.gov, www.mymedicare.gov

Social Security Administration- 800-772-1213, www.ssa.gov

National Network of Tobacco Cessation Quitlines- 1-800-QUITNOW (1-800-784-8669), www.naquitline.org

Attachment E.1.

Pg. 55.

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